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JANUARY 1985
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Communique

The corporate advisory for cost-effective business travel.

LODGING DATA BASE
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Would a listing of all hotels in Cleveland be useful to your traveling employees? How about the Los Angeles lodging facilities in the $50-75 price range? Or all the center city hotels in Milwaukee? The suburban properties in the Boston area?

Well, this type of information, and much more, is available from Laventhol and Horwath, an accounting firm that tracks hotel properties country-wide.

The attached article, reprinted with permission from CORPORATE TRAVEL magazine, gives you all the details. We think you'll find it helpful and informative.

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TRENDLINES
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Compared to December results, January traveler monthly spending rates were down across the board.

Miscellaneous (-21.5%), Meals (-18.1%) and Postage & Supplies (-10.2%) expenses displayed double-digit declines. Spending rates also decreased for Tel & Tel (-4.8%), Entertainment (-2.9%), Car Rental (-1.6%), Public Transportation (-1.2%) and Lodging (-0.1%).

Bottom-line, spending decreased 6% for the month.

Corporate Travel

With Facts On 2.2 Million Rooms . . .

Laventhol & Horwath To Publish Inventory Of Lodging Industry

By Minda Zetlin, associate editor

Philadelphia—Would you like to provide traveling employees with a list of all the hotels in any city—large or small—that fit your preferred price range? Is your firm sending staffers to major cities looking for hotels near the places they must visit? Would you like to find hotels managed by companies able to give traveling VIPs the service they demand?

All this information will be available beginning January 1985, through the Inventory of the Lodging Industry (ILI), developed by researchers at Laventhol and Horwath (L&H), an accounting firm that monitors the hotel industry. ILI is a giant data base that tracks properties all over the country by:

- **Location** (ILI lists all hotels in any single zip code—or city, county, state, etc.—in the country);
- **Price;**
- **Number of sleeping rooms;**
- **Hotel type** (center city, highway, resort, airport or suburban);
- **Chain affiliation** (listings of independent hotels are also available);
- **Management company.**

Of the 2.7 million hotel rooms in the United States, almost 2.2 million are included in the ILI data base.

"ILI doesn't list hotels with fewer than 25 rooms," explained Randy Smith, director of research and development, Laventhol & Horwath. "Of those with 25 rooms or more, 99 percent are included.

"The remaining one percent are those in transition: they're being bought or sold, or have just opened."

Retrieve By Any Criteria

Hotels in the data base can be retrieved according to any combination of criteria. "Let's say someone wanted to know all the hotels in Cincinnati in the $60-to-$75 range," explained Mark Lomanno, senior research analyst. "Or let's say he wanted to know all the hotels with 200 rooms or more, or all those within a certain zip code. We could provide any of that information. And, if someone wanted to find hotels in the $60-to-$75 range that also had 200 rooms or more, we could list only those."

For each hotel listed, ILI notes address, phone number, number of rooms, lowest published rate for a single and highest published rate for a double room, type of hotel, chain affiliation (if any) and management company. All information will be kept current with continuous revisions.

"Whenever hotel chains publish new directories, we will use them to update ILI," Smith said. "But we're really relying on the L&H practice offices all over the country to keep us informed. Each specializes in a specific geographic region, so each can keep us abreast of area developments."

Costs $1 Per Listing

L&H is offering ILI lists at the cost of $1 per hotel. "If someone asked for all the resorts that cost less than $100 a night in Miami Beach, and there were 30 of them, the list would cost $30," Smith said. "If there were 200, we would charge $200." The firm is also offering a general analysis of each city, showing breakdown by room rate, size, type of property and chain affiliation. These analyses cost $100 apiece.

"This information has never all been available in one place before," Smith said. "The American Hotel & Motel Association (AH&MA) provides hotel locations and number of rooms, but not rates."

"The U.S. Government does collect this type of data, but only once every five years—and it takes them quite a while to publish the statistics," Lomanno said. "The last analysis it produced was for 1977, which came out in 1981. Figures for 1982 are expected to appear in 1986."

ILI was originally developed for use only within L&H, "but we were getting so many requests that we decided to market it," Lomanno said. The data is expected to be of major interest to hotel companies as well as hotel customers.

Once ILI has been running smoothly for a while, it is likely to be expanded. "We'll probably add Canadian hotels to the data base," he said. "And after that, the United Kingdom."

For further information on the ILI listings, write to: Randy Smith, Laventhol & Horwath, Executive Office, 1845 Walnut Street, Philadelphia, PA 19103. (215) 299-1568.

ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Expenses
National

AVERAGE $ PER TRAVELER MONTH

	Current Month	Your Company Costs	Year To Date	Your Company Costs
PERIOD COVERED	JANUARY 1985		JANUARY 1985	
EXPENSES				
Meals	$ 65.71	$	$ 65.71	$
Lodging	123.56		123.56	
Public Transportation	161.08		161.08	
Car Rental	23.93		23.93	
Telephone & Telegraph	79.62		79.62	
Postage & Supplies	29.00		29.00	
Entertainment	68.37		68.37	
Miscellaneous	41.82		41.82	
TOTAL TRAVEL EXPENSES	$ 593.11	$	$ 593.11	$

MEAL ANALYSIS				
Average Number Per Traveler Month	9.5		9.5	
Average Cost Per Meal -	$ 6.85	$	$ 6.85	$
LODGING ANALYSIS				
Average Number Per Traveler Month	2.4		2.4	
Average Cost Per Night -	$ 52.08	$	$ 52.08	$

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Trends
National

	Current Month	Your Trendline	Year To Date	Your Trendline
PERIOD COVERED	1/85 vs 12/84		1/85 vs 12/84	
EXPENSES Meals	DOWN 18.1 %		DOWN 23.9 %	
Lodging	DOWN 0.1		DOWN 9.3	
Public Transportation	DOWN 1.2		DOWN 3.9	
Car Rental	DOWN 1.6		DOWN 7.4	
Telephone & Telegraph	DOWN 4.8		UP 0.7	
Postage & Supplies	DOWN 10.2		DOWN 5.0	
Entertainment	DOWN 2.9		UP 10.0	
Miscellaneous	DOWN 21.5		DOWN 9.4	
TOTAL TRAVEL EXPENSES	DOWN 6.0 %		DOWN 6.5 %	
MEAL ANALYSIS Average Number Per Traveler Month	DOWN 9.5 %		DOWN 16.7 %	
Average Cost Per Meal -	DOWN 10.3 %		DOWN 9.5 %	
LODGING ANALYSIS Average Number Per Traveler Month	NO CHANGE		DOWN 11.1 %	
Average Cost Per Night -	DOWN 0.6 %		UP 3.2 %	

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Expenses
US Consumer Products

	AVERAGE $ PER TRAVELER MONTH			
	Current Month	Your Company Costs	Year To Date	Your Company Costs
PERIOD COVERED	January 1985		January 1985	
EXPENSES				
Meals	$ 81.68	$	$ 81.68	$
Lodging	163.52		163.52	
Public Transportation	239.77		239.77	
Car Rental	23.94		23.94	
Telephone & Telegraph	101.19		101.19	
Postage & Supplies	49.57		49.57	
Entertainment	74.73		74.73	
Miscellaneous	52.36		52.36	
TOTAL TRAVEL EXPENSES	$ 786.76	$	$ 786.76	$

MEAL ANALYSIS				
Average Number Per Traveler Month	11.7		11.7	
Average Cost Per Meal -	$ 6.99	$	$ 6.99	$
LODGING ANALYSIS				
Average Number Per Traveler Month	3.0		3.0	
Average Cost Per Night -	$ 54.60	$	$ 54.60	$

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Trends
US Consumer Products

	Current Month	Your Trendline	Year To Date	Your Trendline
PERIOD COVERED	1/85 vs 12/84		1/85 vs 12/84	
EXPENSES				
Meals	DOWN 8.7%		DOWN 12.7%	
Lodging	UP 7.8		DOWN 8.3	
Public Transportation	UP 29.0		UP 26.9	
Car Rental	UP 56.5		UP 5.0	
Telephone & Telegraph	DOWN 21.4		DOWN 19.7	
Postage & Supplies	DOWN 8.8		DOWN 0.7	
Entertainment	DOWN 30.7		DOWN 18.1	
Miscellaneous	DOWN 12.2		UP 7.0	
TOTAL TRAVEL EXPENSES	DOWN 0.8%		DOWN 1.6%	

MEAL ANALYSIS				
Average Number Per Traveler Month	DOWN 2.5%		DOWN 12.7%	
Average Cost Per Meal -	DOWN 6.4%		UP 0.3%	
LODGING ANALYSIS				
Average Number Per Traveler Month	UP 3.4%		UP 11.8%	
Average Cost Per Night -	UP 2.9%		UP 4.2%	

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Expenses
US Health and Beauty

AVERAGE $ PER TRAVELER MONTH

	Current Month	Your Company Costs	Year To Date	Your Company Costs
PERIOD COVERED	January 1985		January 1985	
EXPENSES				
Meals	$ 82.33	$	$ 82.33	$
Lodging	194.29		194.29	
Public Transportation	222.16		222.16	
Car Rental	42.21		42.21	
Telephone & Telegraph	129.37		129.37	
Postage & Supplies	33.24		33.24	
Entertainment	69.26		69.26	
Miscellaneous	71.45		71.45	
TOTAL TRAVEL EXPENSES	$ 844.31	$	$ 844.31	$

MEAL ANALYSIS				
Average Number Per Traveler Month	11.8		11.8	
Average Cost Per Meal -	$ 7.00	$	$ 7.00	$
LODGING ANALYSIS				
Average Number Per Traveler Month	3.5		3.5	
Average Cost Per Night -	$ 55.55	$	$ 55.55	$

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Trends
US Health and Beauty

	Current Month	Your Trendline	Year To Date	Your Trendline
PERIOD COVERED	1/85 vs 12/84		1/85 vs 12/84	
EXPENSES				
Meals	UP 2.8%		DOWN 11.5%	
Lodging	DOWN 3.1		DOWN 10.8	
Public Transportation	DOWN 27.5		DOWN 24.9	
Car Rental	UP 3.4		DOWN 11.9	
Telephone & Telegraph	DOWN 17.5		DOWN 11.7	
Postage & Supplies	DOWN 12.4		UP 10.1	
Entertainment	DOWN 48.4		DOWN 30.9	
Miscellaneous	UP 0.9		UP 17.3	
TOTAL TRAVEL EXPENSES	DOWN 17.9%		DOWN 14.9%	

MEAL ANALYSIS				
Average Number Per Traveler Month	UP 3.5%		DOWN 10.6%	
Average Cost Per Meal -	DOWN 0.6%		DOWN 0.4%	
LODGING ANALYSIS				
Average Number Per Traveler Month	UP 2.9%		DOWN 10.2%	
Average Cost Per Night -	DOWN 7.0%		DOWN 0.2%	

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Expenses
US Medical Products

AVERAGE $ PER TRAVELER MONTH

	Current Month	Your Company Costs	Year To Date	Your Company Costs
PERIOD COVERED	January 1985		January 1985	
EXPENSES				
Meals	$ 90.46	$	$ 90.46	$
Lodging	158.68		158.68	
Public Transportation	199.46		199.46	
Car Rental	17.53		17.53	
Telephone & Telegraph	191.75		191.75	
Postage & Supplies	31.24		31.24	
Entertainment	69.44		69.44	
Miscellaneous	53.05		53.05	
TOTAL TRAVEL EXPENSES	$ 811.61	$	$ 811.61	$

MEAL ANALYSIS				
Average Number Per Traveler Month	15.6		15.6	
Average Cost Per Meal -	$ 5.78	$	$ 5.78	$
LODGING ANALYSIS				
Average Number Per Traveler Month	3.0		3.0	
Average Cost Per Night -	$ 53.51	$	$ 53.51	$

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Trends
US Medical Products

	Current Month	Your Trendline	Year To Date	Your Trendline
PERIOD COVERED	1/85 vs 12/84		1/85 vs 12/84	
EXPENSES				
Meals	DOWN 4.6%		DOWN 14.1%	
Lodging	DOWN 18.0		DOWN 15.2	
Public Transportation	DOWN 7.6		DOWN 13.9	
Car Rental	DOWN 37.1		DOWN 33.2	
Telephone & Telegraph	DOWN 3.2		DOWN 2.3	
Postage & Supplies	DOWN 3.0		UP 10.9	
Entertainment	DOWN 25.6		DOWN 12.4	
Miscellaneous	DOWN 11.1		DOWN 8.8	
TOTAL TRAVEL EXPENSES	DOWN 11.3%		DOWN 11.0%	

MEAL ANALYSIS				
Average Number Per Traveler Month	DOWN 4.9%		DOWN 11.9%	
Average Cost Per Meal -	DOWN 0.2%		DOWN 2.9%	
LODGING ANALYSIS				
Average Number Per Traveler Month	DOWN 11.8%		DOWN 14.3%	
Average Cost Per Night -	DOWN 4.7%		UP 0.8%	

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business tra elers.

Business Travel Expenses
US Pharmaceutical

	AVERAGE $ PER TRAVELER MONTH			
	Current Month	Your Company Costs	Year To Date	Your Company Costs
PERIOD COVERED	JANUARY 1985		JANUARY 1985	
EXPENSES				
Meals	$ 52.49	$	$ 52.49	$
Lodging	55.29		55.29	
Public Transportation	52.97		52.97	
Car Rental	9.77		9.77	
Telephone & Telegraph	47.94		47.94	
Postage & Supplies	12.34		12.34	
Entertainment	40.89		40.89	
Miscellaneous	53.40		53.40	
TOTAL TRAVEL EXPENSES	$ 346.67	$	$ 346.67	$

MEAL ANALYSIS				
Average Number Per Traveler Month	5.7		5.7	
Average Cost Per Meal -	$ 9.16	$	$ 9.16	$
LODGING ANALYSIS				
Average Number Per Traveler Month	1.2		1.2	
Average Cost Per Night -	$ 47.73	$	$ 47.73	$

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ExpenseCheck Trendlines

Figures compiled from the ExpenseCheck data base of business travelers.

Business Travel Trends
US Pharmaceutical

	Current Month	Your Trendline	Year To Date	Your Trendline
PERIOD COVERED	1/85 vs 12/84		1/85 vs 12/84	
EXPENSES				
Meals	DOWN 22.9%		DOWN 24.6%	
Lodging	DOWN 22.4		DOWN 29.5	
Public Transportation	DOWN 19.3		DOWN 23.5	
Car Rental	UP 22.0		UP 25.1	
Telephone & Telegraph	DOWN 15.3		DOWN 6.8	
Postage & Supplies	DOWN 7.2		DOWN 4.1	
Entertainment	DOWN 12.2		UP 3.0	
Miscellaneous	DOWN 22.7		DOWN 9.1	
TOTAL TRAVEL EXPENSES	DOWN 13.0%		DOWN 10.6%	

MEAL ANALYSIS				
Average Number Per Traveler Month	DOWN 27.8%		DOWN 29.6%	
Average Cost Per Meal -	UP 6.9%		UP 7.0%	
LODGING ANALYSIS				
Average Number Per Traveler Month	DOWN 25.0%		DOWN 29.4%	
Average Cost Per Night -	UP 4.7%		UP 4.4%	

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